AN ECONOMIC STUDY OF ENTREPRENEURSHIP DEVELOPMENT PROGRAMMES IN DAKSHINA KANNADA DISTRICT

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INTRODUCTION

Achieving rapid economic growth and development has been the ultimate objective of all economic policies over the world. Different countries of the world have been adopting different strategies to achieve this objective. India failed to make significant economic progress before Independence primarily because of the very slow pace of industrialisation. This is in view of the shortage of financial capital in the country. The process of industrialisation requires the accumulation of capital for the creation of productive capacity and the building of social and economic welfare. In assessing the economic growth of India over the years, it is found that the country's population is growing rapidly over the years. Whereas, the financial and human capital standards are not growing effectively as compare to population. The lack of financial and human capital in the economy is associated with the problem of unemployment.

The studies found that countries population is spreading endless. The growing population is considered as the wealth of the nation only when it is contributing towards the economy. Human capital is the development tool of the country. A lack of attention towards human resource subject to the problem of unemployment and eventually results poverty in the economy. Unemployment constitutes a serious economic, social and political problem facing the Indian economy for a long. In developing countries, the problem is associated not only with uneducated youth but also with educated youth, despite adequate qualifications and practical skills (Awogbenle & Iwuamadi, 2011). In economic aspect, the existence of large number of unemployed populations means a tragic waste of human resources. Insufficient availability of the workforce with human capital would block the strength of the country (Dev & Venkatanarayana, 2011). The country should work towards the alteration of waste human resource into human capital. The present study "An Economic Study of Entrepreneurship Development Programmes in Dakshina Kannada District" specifically focuses on the role of entrepreneurship development programmes in stimulating entrepreneurial abilities and activities in Dakshina Kannada District.

The prosperity of the developing economies can be achieved through entrepreneurship development. But the existing unemployment scenario is the biggest barrier to the country's prosperity. The relation between entrepreneurship and unemployment is inverse. A higher rate of unemployment leads to a decrease in entrepreneurial activities in the country (Musa & Semasinghe, 2013). The unemployment situation in the country creates the need for the promotion of self – employment and entrepreneurial ventures among jobless youth in rural and urban areas (Niamathulla & Senthil Kumar, 2022). Entrepreneurship is an ongoing process which directly or

indirectly accelerate economic growth and induces social change. Entrepreneurial activities in the country helps to convert the traditional agrarian economy into the advanced industrial economy. An emerging economy needs inclusivity in its programmes and schemes to empower countries manpower towards entrepreneurship, especially through entrepreneurship development programmes (EDPs). Promoting entrepreneurship abilities through entrepreneurship development programmes (EDPs) will lead a country to a multi- dimensional progress. Working to enhance livelihood skills and employment training along with entrepreneurial motivation with the purpose of promoting employment in the country. The study considered the selective entrepreneurship development programmes offered by government and non-government organisations to promote entrepreneurial culture in the district.

Manpower Planning

The country's economic development and growth is influenced by the amount of growth taking place in the economy. Among numerous tools contributing towards the wellness of the economy, human resource development is the basic tool among them. The development of the economy is assessed with its human resource. The effective utilisation of human resources will lead the economy towards growth. Economic development is correlated with human development. In developing economies like India, there is an immense increase in population over the years. The country is abundant in case of population but the population is not positively contributing towards country's growth. On the other hand, the increasing population results in huge competition in the job market. The ineffective population will affect a country's growth by influencing production, distribution, promoting employment difficulties, increase in corruption and contributing towards poverty. The transition of ineffective population into manpower will definitely lead the country towards progress.

Manpower is the foundation of a country's growth. The word ‘manpower’ represents a human with skills, capabilities, knowledge and intelligence. These skills, capabilities, knowledge and intelligence are the indicators of manpower planning. The manpower planning helps in countering uncertainties and helps in timely deployment of human resources based on requirements (Deepa et al., 2013). Manpower policies mainly focus on advancement of human resources, primarily stress on development of unprivileged, unemployed and poor populations. Secondly, focusing on employment generation and poverty eradication. Thirdly, assisting economic stability. The classical specification about manpower planning is purely related to physical development of the population that enables one to secure employment. But the modern specification concerns the

role of government and non- government organisations in strengthening the population of the country. The special focus mainly on unemployed and under- employed individuals (Prasad, 2020).

Entrepreneurship

The entrepreneur is an individual who leads the path of risk and uncertainty with an innovative action. Entrepreneurs perform a crucial part of the economy. They employ the skills, apply their experience and use the available opportunities in a wise manner with the motive of generating high profit. Entrepreneurs work for their identity as well as for societal goals. They contribute towards society by the means of availing employment opportunities by which they help to alleviate poverty and raise the standard of living of the people. Entrepreneurs detect the problems confronted by the society and find solutions for it by starting an enterprise. In order to make the country an entrepreneurial developed economy it is important to educate and train the country's manpower through proper entrepreneurial initiatives.

Entrepreneurship is a movement of entrepreneurs. It specifically focuses on profit maximization by taking innovation and risk into consideration. Entrepreneurship is the activity of beginning and functioning once venture in an effective and innovative manner. Entrepreneurship influence countries economic performance at three different levels, especially at individual level, firm level and social level (Uhlaner et al., 2002). Entrepreneurial culture is the main focus of all economies especially, developing economies like India. While comparing to developed countries, developing and under developed countries are facing challenges in this field.

Entrepreneurship Development

The capital and skilled human resources are the two basic requirements for entrepreneurship set up in the country. Entrepreneurial activities influence job creation and lead growth. Therefore, Manpower planning is directly connected with entrepreneurship development of the country. Development of entrepreneurial activities in the economy helps to eradicate the problem of poverty and unemployment. Other than repairing the problem of poverty and unemployment it also improves the socio-economic conditions and balance regional development (J.S. Saini & B.S. Bhatia, 1996). It is the key factor for societal development and solution for practical problems of the society. Entrepreneurship development excludes social immobility and withdraws the gap between rural and urban regions. This action facilitates the people to move towards advanced occupations rather than adhering the traditional and existing one.

Economic development with entrepreneurship development takes the country towards self-sufficiency. All the economies expect to depend on their own country rather than foreign countries. This thought influences the population to be more creative and innovative. The innovative and creative mind set in the country develop new ideas and generate entrepreneurship development. The policies regarding licencing, sales tax and credit programmes, skill development programmes of the government support the population to start once own venture. Along with government support non – government organisations are also help in this direction and create a supportive environment for the entrepreneurship development in the country. Entrepreneurs create products and facilitate services that solve the economic, social problems. Entrepreneurial activities create prosperity in the society.

Entrepreneurship Development Programmes

Entrepreneurship development is key to achieve economic development through a higher level of industrial activity. Every individual has certain qualities of an entrepreneur. If such qualities are developed as an entrepreneur, such individuals can become successful entrepreneurs. Entrepreneurship development program plays a very important role in this direction. The economic and industrial development of a developing country like India is possible from entrepreneurship development. In India, the rapid growth of the small-scale sector is mainly due to entrepreneurship development. Entrepreneurship development program (EDP) focuses on identifying entrepreneurship qualities of an individual, providing training required for entrepreneurship development, preparing entrepreneurs by providing finance, infrastructure facilities and trying to solve problems and difficulties of entrepreneurs by showing remedial measures. Therefore, an increasingly important role has been assigned to the Entrepreneurship Development Program for the promotion of an entrepreneur.

A program designed to help a person in strengthening and fulfilling his entrepreneurial motives and in acquiring skills and capabilities necessary for playing his entrepreneurial role effectively is called Entrepreneurship Development Program (EDP). Entrepreneurship Development Program is especially meant for developing first generation entrepreneurs, who on their own cannot become successful entrepreneurs. From economic consideration, these programmes will become highly effective with skill – building intervention (Shetty G. et al., 2021). Entrepreneurial development program consists of three phases namely, Initial Phase, Development Phase and Support Phase. The initial phase is the phase of creation of awareness about entrepreneurial opportunities. Secondly, the development phase is the phase focus upon the

implementation of a training program to develop motivation and managerial skills. Thirdly, the support phase is the phase which promotes infrastructural support of counselling, assistance to establish a new enterprise and to develop existing units (Pagadala, 2022).

In India, there is a dearth of quality people in the industry, which demand a high level of entrepreneurship development programme throughout the country for the growth of Indian economy. In this concern, the government along with other agencies set programmes to help entrepreneurs in the field of technique, finance, market, and entrepreneurial development so that they help to accelerate and adopt the changes in industrial development. Various institutions were set up by the public and private organizations in order to fulfil this objective. Entrepreneurship development programme (EDPs) is a programme designed to help a person in strengthening and fulfilling their entrepreneurial motives and in acquiring skills and capabilities necessary for playing an entrepreneurial role effectively.

Role of Government in Promoting Entrepreneurship Development Programmes

The success of an enterprise depends on the support provided by the government. The regulations attract the entrepreneurs and facilitate an easier climate for business enterprises. On the other hand, it can be a major limiting factor for the establishment and development of enterprises. In the entrepreneurial economy, the government protects entrepreneurial activities by the way of legal forces. The government and its institutions act as a necessary administrative service for a successful business. Their responsibilities are to provide a stimulating business environment and development support to small and medium enterprises by stimulating legislation, improving institutional capacities, rendering adequate measures of economic policy, and establishing the necessary infrastructure.

Generally, the development of enterprises depends largely on institutional, physical and financial infrastructure that a state offers. The higher the level of infrastructure development, the higher will be the development of entrepreneurship in the country and vice versa. It is commendable that the government of India contributed towards entrepreneurship development by introducing self-employment and anti-poverty programmes which involves some entrepreneurial characteristics. Over the years, the Indian Government enforced numerous policies and schemes in the form of concessional credit, training, entrepreneurship development programmes, and marketing assistance programmes (Kumar & Babu, 2018). These initiatives are known as instruments to bottom-up approach of development in the country. The present study classified the evolution of

entrepreneurship in India into two sections: Pre-reform Entrepreneurial growth and Post-reform Entrepreneurial growth in India. India's pre-reform entrepreneurial growth was relatively slow and constrained, while post – reform entrepreneurial growth after the 1991 economic reforms accelerated significantly.

Role of Non-Governmental Organisations in Promoting Entrepreneurship Development Programmes

Non-Governmental Organisations (NGOs) can play a major role in the development of entrepreneurship especially rural entrepreneurship and women entrepreneurship. Non-Governmental Organisations (NGOs) are any non-profit, voluntary citizen's group which is organized on a local, national and international level. It is task-oriented and determined by people with a communal interest. NGOs perform a variety of assistance, services and humanitarian functions. It brings citizen concerns to governments, advocate and monitor policies and boost political participation through provision of information. India has seen a expand in the rise of NGOs since the last decades.

In India, there are several NGO's that are contributing to entrepreneurship development. The major ones are National Alliance of Young Entrepreneurs (NAYE), World Assembly of Small and Medium Entrepreneurs (WASME), Xavier Institute for Social Studies (XISS), SEWA of Ahmadabad, AWAKE (Association of Women Entrepreneurs of Karnataka), and Rural Development and Self-Employment Training Institute (RUDSETIs) placed in Karnataka. It can play a tremendous role to bring positive changes to entrepreneurship development.

Non-Governmental Organisations (NGOs) act as a link in the implementation of various developmental programs of the government. They are able to implement developmental activities by training and assisting barefoot entrepreneurs. The self-help group (SHG) is also a platform through which non-governmental organisations can assist the poor in taking up economic activities to improve their livelihoods. Indian non-governmental organisations continue to promote self-help group this has led to a maximum reach of awareness with respect to development initiatives. Self-Help Group is organized and supported usually by non-governmental organisations or by government agencies. Non-Governmental Organisations are seen to confer many benefits, both economic and social. In light of the above points, it is clear that an entrepreneur is a huge asset for a country and the functioning of an economy greatly depends on the existence of entrepreneurship.

The country is witnessing several collaborative initiatives of the government with non-government organisations towards entrepreneurial activities especially for the backward communities and for rural areas. The NGOs working towards Entrepreneurial activities are classified into three categories namely, primary level, intermediate level and Grass Root Level NGOs. These Non-Governmental Organisations (NGOs) are involved in several services to support entrepreneurial activities in the country like training, counselling, consultancy, marketing and financial assistance(Sadavarte & Jamilmiya, 2018).

Dakshina Kannada District has historically been known for its prosperous entrepreneurial development. The reform–minded communities and missionary determinants fostered a facilitating atmosphere for entrepreneurship (Bhat, 1998). The Entrepreneurial initiatives in Dakshina Kannada, before the initiation of Entrepreneurship Development Programmes (EDPs), were influenced by grassroots community and missionary initiatives. In the 19th century, the Basel Mission introduced industrial training in trades such as carpentry, weaving, and tile manufacturing (Hegde, 2008; Basel Mission Archives, 1860–1900), while prominent families like the Pais of Manipal and the Saldanhas of Mangalore cultivated a commercial environment through ventures in banking, cashew processing, and education (Pai, 2006; Saldanha, 2010). Additionally, practical business skills were informally passed down within family-run enterprises in industries including tile, beedi, spices, and agricultural processing (Rao, 2003). Furthermore, non–government organisations, namely the Rural Development & Self Employment Training Institute (RUDSET), the Shri Kshetra Dharmasthala Rural Development Project (SKDRDP), the Canara Organisation for Development and Peace (CODP), Spandana Trust Social Welfare Unit, and Dharma Jyothi Social Centre in Dakshina Kannada, are mentioned. The consideration of NGOs was based on their popularity in promoting entrepreneurship development in the district.

LITERATURE REVIEW

The study is grounded in a theoretical framework on entrepreneurship, and the literature review has been grouped into five categories. The theoretical framework is an influential aspect of any research through which one can recognise the underlying theories and concepts that form the basis for present research. There are several theories developed on entrepreneurship development. These theories will touch on subjects related to entrepreneurs. The theories from William J. Baumol, Israel M. Kirzner, Harvey Leibenstein, Karl Marx, Joseph Schumpeter, Peter Drucker, and David McClelland are the major contributions to the field of economics.

These theories are categorised into approaches to analyse the concept of entrepreneurship development. These approaches touch on subjects related to entrepreneurship from different perspectives. These approaches are classified into three categories namely, economic approach, psychological approach, and opportunity-based approach.

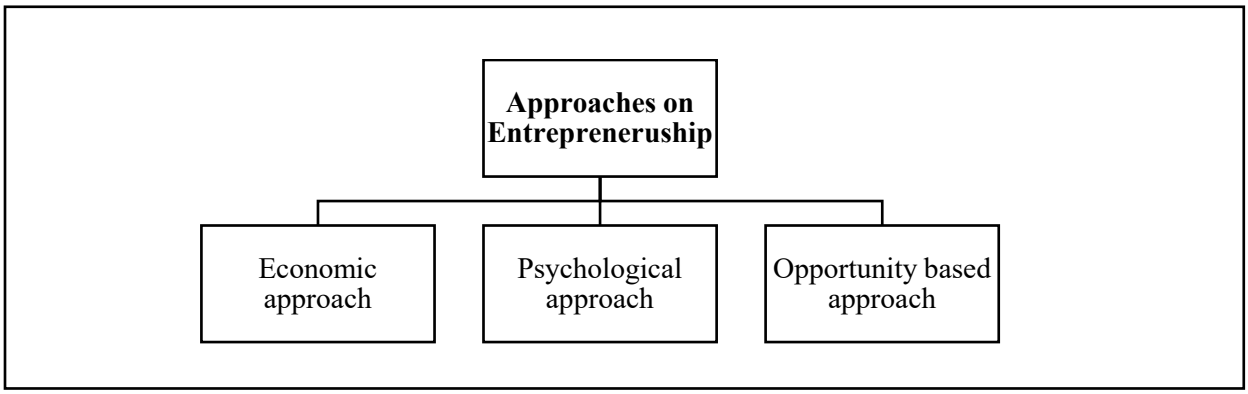
The first approach in this direction is the "economic approach". This approach includes those theories that view entrepreneurship from an economic and development perspective. The foundation for the economic approach in economics is laid down by Alfred Marshall in his work on Principles of Economics (Marshall, 1920). Frank Knight's theory introduces the dimension of risk-taking as a central characteristic of entrepreneurship (Knight, 1921). It was Joseph Schumpeter who notably popularised the term entrepreneurship in economics. He considered entrepreneurs as innovators and drivers of economic development. Schumpeter explains that the entrepreneur interrupts an existing equilibrium because of the innovation of new ideas which makes the economic process chaotic and unpredictable (Schumpeter, 1942). Arthur H. Cole played a significant role in popularising the area of entrepreneurship as an academic approach (Cole, 1942). In the eyes of Baumol, the functions of the entrepreneur are to find new ideas locate them and put those ideas to use. Additionally, the role of the entrepreneur must have intense leadership. According to Baumol, the role of the entrepreneur is vital in generating economic growth (Baumol, 1968). In addition, Harvey Leibenstein mainly focused on two sides, they are routine entrepreneurship and N-entrepreneurship. Particularly advising on how to be an input-completer and gap-filler (Leibenstein, 1968).

The second approach is the "psychological approach". This approach contains those theories that highlight individual attributes and psychological aspects influencing entrepreneurship. In the theory of achievement motivation, David McClelland holds the need for achievement and the need for power to drive entrepreneurship. His experiment revealed that traditional beliefs do not inhibit an entrepreneur and that it is possible to internalize the motivation required for achievement orientation through training (McClelland, 1967). Further, RH Brockhaus suggests that an internal locus of control, even if it fails to distinguish entrepreneurs, may serve to determine the successful entrepreneur from the unsuccessful one (Brockhaus,1982).

The third approach is the "opportunity-based approach". This approach encloses those theories that focus on the entrepreneur's role in recognising and utilising opportunities in the market. For Kirzner, an entrepreneur is an alert individual who responds to the opportunities that already exist but which are yet to be organised as a business. A competitive market process is crucial for

entrepreneurial activity to develop and it involves a risk-taking propensity (Kirzner, 1997).Further, Drucker contends that entrepreneurs excel at seeing and taking advantage of possibilities created by social, technological and cultural changes. These opportunities may be in the form of unusual events, industrial changes, demographic evolution, and also in the form of recent insights (Drucker, 1985).

Figure 1.1 Theoretical Frameworks of Entrepreneurship Development



Source: Author's design

The literature review on entrepreneurial development identified the related facts in the research work that were determined by other authors through their research in the similar field of work. The literature reviews threw light on the broad spectrum of entrepreneurial activities in India and other countries. Though this study focuses on the role of Entrepreneurship development programmes (EDPs) in the small-scale sectors, it would not be complete without going through the literature on related areas. The review of existing literature reveals areas relevant to the present study. The literature review, organised into five categories as follows;

1. **Studies on Entrepreneurship and Economic Development**

   In this section, 12 studies were reviewed. The literature related to entrepreneurship and economic development highlights the role of entrepreneurship in economic development. These studies stressed economic development through entrepreneurship initiatives and activities. The factors such as entrepreneurship, human resources, entrepreneurial activities, self–employment, entrepreneurial education and initiatives contribute towards the economic performance of the country. Further, studies related to the role of entrepreneurship in poverty alleviation, employment generation, and women's empowerment. The process of entrepreneurship development and its contribution towards economic development were mainly highlighted.

2. **Studies on Entrepreneurship Development Programmes**

A total of 10 studies were reviewed under this section. The literature related to entrepreneurship development programmes highlights the importance and effectiveness of EDPs in entrepreneurship development. The major aspects discussed across the studies are related to entrepreneurship orientation, productivity of EDPs, entrepreneurship training, entrepreneurial conduct, and entrepreneurial education. The studies also emphasised entrepreneurial initiatives, programmes, and training to convert human resources into successful entrepreneurs. Among the studies reviewed under this category, one research work is particularly relevant as it examines trained and untrained entrepreneurs with reference to EDPs, which is closely aligned with the present study.

3. **Studies on Government Policies and Initiatives for Entrepreneurship Development in India**

In this category, a total of 30 studies were examined. The review focused on Policies and Initiatives of the government for the development of entrepreneurship in the country. The studies on government policies, initiatives, and skill development initiatives were part of this category. The special focus is laid on government institutions and government grants for undertaking entrepreneurial activities. These studies highlighted factors such as skill development initiatives, start-up programmes, recent entrepreneurial initiatives by the government, governmental funds and programs, financial assistance initiatives, financial inclusion initiatives, initiatives of economic reform, and initiatives of microfinance institutions. The studies also emphasised the government in implementing EDPs, the role of the government in boosting entrepreneurship at the national, regional and local levels, and studies on the government-authorised institutions' support for entrepreneurship development were also examined.

4. **Studies on the Role Played by NGOs in Entrepreneurship Development**

A review of 12 studies under this category shows that the role of NGOs is immense in the field of entrepreneurship. The key themes identified in these studies include NGOs collaboration, NGOs offering training and capacity building, entrepreneurial development programs (EDPs) of Rural Development and Self-Employment Training Institutes (RUDSETIs). Notably, few studies focused on the role of NGOs in enhancing entrepreneurship in rural areas and also their contribution towards women's empowerment.

5. **Studies on the Partnership Model**

In this section, 7 studies were reviewed. The section highlights the literature related to the emerging use of various Public-Private Partnership arrangements. The key theme

identified in these studies was a collaborative partnership between public and private agencies in development initiatives, and their role in ownership and interdependency. Among the studies reviewed under this category, few studies particularly relevant as it examines partnership between the public and private in strengthening the entrepreneurial culture, which is closely aligned with the present study.

From the studies discussed above, it is evident that entrepreneurship development without training and skill development is not possible. The government, as well as non-governmental organisations, introduced several entrepreneurship development programmes (EDPs) to promote entrepreneurship. Alleviation of poverty and Unemployment are the major challenges before the Government. They are complementary problems and have a two-way relation. The problem can be solved by encouraging people to set up their own business with the help of credit and training facilities provided by the government and other organisations. This directly promotes poverty alleviation with the help of employment generation. The entrepreneurship development programmes (EDPs) are the practical development in this regard.

RESEARCH GAP

Numerous studies have examined the effectiveness of entrepreneurship in achieving economic development, along with the help of government and non-government organisations initiatives. The literature reviews presented in the earlier studies were very few at the micro level. Most existing research tends to focus on short–term outcomes rather than long-term. Furthermore, there is a lack of comprehensive analysis regarding the specific components of EDPs. The majority of the studies are only at the macro level but not at the micro level, supported by empirical evidence.

The majority of studies concentrated only on particular areas of interest. While some studies highlight the importance of only either government and non – government EDPs. The comparative analysis of government and non-government EDPs was not examined. Little attention has so far been paid to studying the patterns of entrepreneurship development through entrepreneurship development programmes in Karnataka State. So far, no attention paid towards the role of both government and non-government organisations (NGOs) in promoting entrepreneurial activities in the state. Besides, there is practically no study made in the state of Karnataka, especially in Dakshina Kannada District. The present study specifically focuses on the initiative of Entrepreneurship Development Programmes (EDPs) of government and non-government organisations in improving the entrepreneurial ecosystem.

Further, there remains a significant gap in understanding the long–term impact of these programs on improving entrepreneurial capabilities. The present study attempts to fill the gap in this area of research. There are no studies on the role of both government and non-government organisations in promoting new entrepreneurs through EDPs in Dakshina Kannada district of Karnataka State up to now. To fill this research gap, an attempt was made in this study to focus on entrepreneurship development programmes offered by several agencies of Government and Non-Government of Dakshina Kannada District of Karnataka State. The study specifically focuses on the impact of Entrepreneurship Development Programs from the perspective of beneficiary entrepreneurs.

After reviewing the literature on entrepreneurship development programmes, we understood that there is a need to study the economic approach of entrepreneurship development programmes from program beneficiaries perspective. In this regard, we identified the following research questions.

- What is the relationship between beneficiary entrepreneurs initial expectations and their perceived achievements after completing the program?
- What is the role of government and non-government EDPs in fostering entrepreneurs resilience in the district?
- What is the impact of EDPs on beneficiaries social, psychological, economic and environmental outcomes?
- What are the enabling and limiting factors for entrepreneurs to start up and sustain a business?
- How do beneficiary entrepreneurs' satisfaction and opinion level differ between government and non-government EDPs?

In view of these research questions, an attempt is made in this study to investigate the role of government and non – government EDPs in fostering entrepreneurship in Dakshina Kannada District of Karnataka state.

STATEMENT OF RESEARCH PROBLEM

The present study focuses on the effectiveness of Entrepreneurship development programmes in Dakshina Kannada District of Karnataka State. Entrepreneurship development in the district is a growing phenomenon. A major portion of the district is involved in wage employment rather than self–employment. People are willing to work as employee but are not ready

to serve as a boss. The risk-bearing capacity and uncertainties pull back people from thinking about their venture. On the other hand, despite having a desire to own a venture. The majority of the population lacks the skills required to be an entrepreneur. The social, economic and political aspects influence the community during the process of entrepreneurship. The district addresses the major problems of unemployment and underemployment. This problem directly influences the living standard of the people in the district. It is observed that the lack of employment opportunities results in increases in poverty, and an increase in criminal activities in the district. A high number of youths are graduating from the well- known educational institutions and there is an existence of huge competition among them. The district is facing the problem of educated unemployment. The district is blessed with several non-government organisations (NGOs) that serve as a path creator for the disheartened youth in their journey of career building. Entrepreneurship development programmes (EDPs) serve as a support system in the journey of being an entrepreneur. The entrepreneurship development programme is a programme meant to develop entrepreneurial abilities among people. Entrepreneurship development programmes involve equipping a person with the required skills and knowledge needed for starting and running enterprises. In this context, an attempt is made to assess the effectiveness of the activities of government and non-government organisations in promoting entrepreneurial activities. The major thrust of the current study is to explore the impact and achievement difference of entrepreneurship development programmes from the viewpoint of the entrepreneurs who benefit from government and non-government EDPs in the selected area. The present study wishes to add a clear sense to Entrepreneurship development programmes (EDPs) and to grasp their role in the promotion of entrepreneurial culture in the district.

OBJECTIVES OF THE STUDY

The present study has been designed to bridge the research gaps and to achieve the following specific objectives. The objectives of the study are;

1. To analyse the evolution of the Entrepreneurial movement, Entrepreneurship development approaches and government initiatives in India.
2. To identify the initiative of Non-Government Organisations in promoting Entrepreneurship Development Programmes in the district.
3. To evaluate the effectiveness of government and non-government organisations EDPs in meeting beneficiary expectations and building resilience in entrepreneurs.
4. To assess the program impact and beneficiaries perception towards EDPs.

5. To find out various enabling and limiting factors for entrepreneurs to start up and sustain a business.
6. To suggest remedial measures for the development of entrepreneurship in Dakshina Kannada District.

HYPOTHESIS

H1: There is no significant difference in the expectation level and achievement level of Entrepreneurship Development Programmes offered by Government and Non-Government Organisations.

H2: The level of resilience achieved by the entrepreneurs does not significantly vary between Government and Non-Government Organisations Entrepreneurship Development Programmes.

H3: Beneficiary entrepreneurs responses to entrepreneurs resilience is evenly distributed across all categories.

H4: There is no significant variation in the overall impact of Entrepreneurship development programmes between beneficiaries enrolled in Government and Non-government organisations.

H5: There is no significant association between the type of EDP and the social impact experienced by the beneficiary entrepreneurs.

H6: There is no significant association between the type of EDP and psychological impact on beneficiary entrepreneurs.

H7: There is no significant association between the type of EDP and the economic impact on beneficiaries of the program.

H8: There is no association between the type of EDP and impact on sustainability practices.

H9: The entrepreneurial opinion and satisfaction differ significantly between government and non-government EDPs.

H10: There is no significant association between the enrolled EDP and beneficiary entrepreneurs perceptions of the program.

RESEARCH METHODOLOGY

The methodology of the study corresponds to the study objectives, focusing on the effectiveness of EDPs of government and non-government organisations. The program's effectiveness was measured based on beneficiary perspectives. It includes assessment of program achievement, entrepreneurs' resilience, impact assessment, and beneficiary perception of the program.

Variables of analysis

The analysis considered variables related to Performance Assessment, Entrepreneurs resilience, impact assessment, and program perception.

Study area

The study was undertaken in Dakshina Kannada district of Karnataka State. The district is widely known as an educational hub, and many educated youths often start their careers with startups. The communities in the district are known for their strong work ethic and business mindset. Moreover, a significant portion of the population works in Gulf countries and invests their earnings in small businesses within the district as a means of securing their future. Additionally, the district is known as the "Cradle of Banking," as many leading Indian banks were founded by visionary local entrepreneurs, which has nurtured a strong risk-taking culture among the local communities. The District Dakshina Kannada is fixed for the study based on the fact that the district with a deep-rooted entrepreneurial culture and also the researcher is very familiar about the socio-economic profile of the district.

Sources of data

Primary data have been collected from the beneficiaries of Entrepreneurship Development Programmes of Dakshina Kannada District through structured questionnaires, systematic interview schedules and discussions. The necessary data was collected by interviewing concerned authorities and beneficiaries of Entrepreneurship Development Programmes. The information from the beneficiaries was collected with the help of a structured questionnaire and through in-person and telephonic interviews in the local languages. It was tested through a pilot study.

The data was collected from the sample entrepreneurs from 2022 to 2023, approximately 10 months were spent in the process of data collection. The secondary data required for the study have been collected from the following sources.

- District Industries Centre
- District Corporation office
- Publications of the Karnataka State Planning Board
- Directorate of Industries and Commerce
- Relevant books, journals and other publications

Sampling

The stratified sampling technique was used, where the total population was classified into groups by taking into consideration the Taluks in Dakshina Kannada District that is, Mangalore, Bantwal, Puttur, Sullia, Belthangady, Kadaba, and Moodabidri. In order to analyse the level of

success and failure of these programmes, only those beneficiaries are taken into account who started their business after participating in EDPs. The study also considered those entrepreneurs who underwent these programmes after starting their business as well. Further, those units are taken into account which are in existence from at least 2 years and more in the district. Therefore, it was decided to select samples for the study from those Entrepreneurship development programmes completed from 2010 to 2020.

For this research, respondents were selectively chosen from the district's seven taluks, with a focus on those entrepreneurs who met the criteria relevant to the research goal. A total of 20,000 entrepreneurs from seven taluks were considered, from which a sample of 400 participants was selected. It includes beneficiaries of entrepreneurship development programmes from both government and non-government organisations. The sample size is determined using Yamane's formula (R. Ahuja,2001; Israel, 1992) which is given below;

$$\mathrm{n} = \frac{N}{1+N\ (e)^2}$$

Where n = the sample size; N = Total population size and e = margin of error (expressed as a decimal) 0.05.

$$\text{Therefore, } n = \frac{20{,}000}{1+\ 20{,}000\ (0.05)^2} = 392.15 = 392$$

Rounding 392.15 to 400 is reasonable and ensures a slightly larger sample and splitting the sample size of 400 equally between two groups of beneficiaries' government and non-government.

The proportional stratified sampling technique is used to determine the sample size for each taluk of the district. The estimated number of beneficiary entrepreneurs of Government and Non-government Organisation EDPs to be selected in each taluk is calculated based on the formula given below;

$$Proportion = \frac{\Sigma xi}{\Sigma x} \times n \qquad (2)$$

Where,

Σxi = Total Number of beneficiaries entrepreneurs of EDPs in i^{th} Taluk

Σx = Total beneficiaries entrepreneurs of EDPs in selected district

n = Sample size

Tools of analysis

The data collected through the Likert scale was analysed using both descriptive and inferential statistics. The data collected have been evaluated and analysed applying suitable statistical tools and methods holding the objectives of the study in mind. The statistical methods such as frequency, percentage, simple average, standard deviation, cross – tabulation, non – parametric test of Wilcoxon signed–rank test, Mann – Whitney U test, Chi-Square Goodness of Fit test, and Chi-Square test of independence were used for data analysis.

Wilcoxon signed-rank test

The non-parametric test of Wilcoxon signed – rank test is used in the present study as the data is not normally distributed. The study mainly focusing on measuring the EDP beneficiaries' expectation level before joining the programme and their achievement level after being part of the programme. So, applying this test is the feasible option for this study. As the study mainly focuses on expectation level and achievement level of EDPs offered in the district.

Mann – Whitney U test

The non – parametric test of Mann- Whitney U test is used to analyse the two independent groups in the study. The present research basically focusing on analysing the importance of government and non – government EDPs in grooming entrepreneurial activities in the district.

Chi-Square Goodness of Fit test

The test was conducted to examine whether responses on the entrepreneurs' resilience variable were evenly distributed across categories.

Chi-Square test of independence

The test was conducted to examine the association between EDP offering organisations (Government vs. Non -Government Organisations) and program Impact and beneficiary perception of the program.

SCOPE AND LIMITATION OF THE STUDY

Entrepreneurship development programmes (EDPs) help to transform unskilled manpower into skilled manpower. It appears that no earnest studies have been done to analyse the role and effort of these programmes in promoting employment opportunities. As a development interference, the practicability of Entrepreneurship development programmes (EDPs) needs to be inspected with the support of evidence. On the basis of such evaluation suitable suggestions may be made towards

the development of Entrepreneurship development programmes (EDPs). The scope of the study is limited to the state of Karnataka and in particular to Dakshina Kannada District.

Following are the limitations of the study;

1. The study covers only one district and is a representative sample.
2. In the implementation of Entrepreneurship Development Programmes, many Entrepreneurship Development Programmes (EDPs) work in partnership with the government and other development agencies. It would be difficult to evaluate the role of one specific agency because these programmes are implemented by more than one agency.
3. It is not possible to claim that the transformation of beneficiaries is only due to the programme implemented by the specific agency. It is because beneficiaries get the benefit not only from the Government and Non- Government Organisations but also from neighbourhood societies.
4. Government agencies and non-government agencies have adopted their own distinct approach and strategy for the promotion of Entrepreneurial activities. Some agencies have adopted their own specific approach. Therefore, it is not possible to adopt common promotional strategy.
5. The beneficiaries of Entrepreneurship Development Programmes (EDPs) especially beneficiaries of non – governmental programmes rarely speak against their supporting organization, yet every effort has been made to record and report their frank opinions.
6. In certain situation, beneficiaries of Entrepreneurship Development Programmes (EDPs) feel awkward to share their experience on Entrepreneurship Development Programmes (EDPs).

CHAPTER SCHEME

The thesis is divided into seven chapters. The chapter scheme of the research work is mentioned below –

Chapter – I: Introduction

Introduction chapter deals with the conceptual background of the study and the methodology of the research. The statement of the research problem, need for the study, justification and scope, objectives, hypotheses, limitations and layout of the thesis are included in this chapter.

Chapter – II: Theoretical Foundation and Review of Literature

In this chapter the former studies will be reviewed and same will be presented. The articles, reports and thesis will be reviewed on the concept of entrepreneurship development, Institutional role in promoting entrepreneurship development and studies on Entrepreneurship development programmes. This chapter will also present the research gap identified through literature review.

Chapter – III: Entrepreneurship Development Programmes in India

This chapter furnishes a summary of the development postulate, followed by a summarized discussion on Entrepreneurship development approaches and strategies in India. Highlights the evolution of entrepreneurship in pre-reform and post-reform period and presents a picture of status of Government and Non-government organisations (NGOs) in promoting entrepreneurs in India. An attempt has been made to discuss the importance of the changing role of entrepreneurial activities in India. It also presents an account of Entrepreneurship development programmes and its administration since independence.

Chapter – IV: Profile of the study area and Sample

This chapter tries to give a brief introduction to Dakshina Kannada district and it also highlights the industrial profile of Dakshina Kannada district. An attempt has been made to classify Entrepreneurship Development Programmes (EDPs) on a different basis. It also analyses a sample survey of beneficiaries of Entrepreneurship Development Programmes of both Government and Non-Government Organisations from Dakshina Kannada District.

Chapter – V: Impact of Entrepreneurship Development Programmes

This chapter describes the performance of Entrepreneurship development programmes (EDPs) offered by both Government and non–government organisations and their impact on promoting entrepreneurial activities, particularly in Dakshina Kannada district. It also involves the comparative study of Entrepreneurship development programmes offered by both Government and non-government organisations.

Chapter – VI: Results, Discussion and Remedial Measures

This chapter highlights the results and findings of the study based on the analysis and interpretation of the data. Furthermore, it suggests remedial measures for the better implementation of Entrepreneurship development programmes in the district.

Chapter – VII: Summary and Conclusion

This chapter deals with the summary of the research results, direction for further research and conclusion.

MAJOR FINDINGS

An attempt has been made to highlight the major findings of the study based on the analysis of the data. The study on the Entrepreneurship Development Programmes in Dakshina Kannada District revealed significant insights. The findings are presented in several key areas: performance assessment of entrepreneurship development programmes based on entrepreneurs expectation level and achievement level for government and non – government EDPs, entrepreneur resilience, entrepreneurship development program performance through impact assessment, and perception on EDPs.

Performance Assessment of Entrepreneurship Development Programmes based on Entrepreneurs Expectation Level and Achievement Level

The comparison made between entrepreneurs' pre-program expectation (Expectation Level) and their post-program achievement (Achievement Level) towards Entrepreneurship Development Programmes (EDPs) offered by the Government and Non – Government Organisations. The indicators taken into consideration are personal development, problem-solving skills, commercial awareness, knowledge innovation and employability skills, leadership and entrepreneurship skills, motivation and confidence, financial soundness, awareness of Government initiatives, social prestige and recognition, and improvement in the standard of living.

- The descriptive statistics for participants' expectation and achievement level towards Government EDPs reveal an overall mean score of 4.6060 (SD=.66820) for expectation level and 4.3905 (SD = .77086) for achievement level.
- This shows a positive perception among beneficiaries of Government Entrepreneurship Development Programmes.
- The Mean score of expectation level is relatively more than the achievement level but the difference is modest rather than a huge one.
- The factors of financial soundness and awareness of government schemes and benefits reported a relatively low level of achievement compared to the expectation level.

- While comparing with other factors these two factors reported a relatively significant difference between expectation level and achievement level.
- The examination of data involved the application of the Wilcoxon signed–rank test to assess whether there was a significant difference between the expectation level and achievement level of beneficiaries of Government Entrepreneurship Development Programs (EDPs).
- The performance scores are significantly equal for achievement level and expectation level. The test reveals that scores are significantly equal for achievement (Md=5.00, n=200) and expectation levels (Md=5.00, n=200), z= -2.695, p=.007 with a small effect size, r=-0.19.
- The difference was relatively small and the median scores remained equal in both levels. The finding suggests that there is a statistical difference but it may not have practical significance.
- The beneficiaries had slightly high expectations towards Government EDPs than what they actually achieved. There is not enough evidence to reject the null hypothesis. Therefore, we fail to reject the null hypothesis.
- Based on the Wilcoxon signed-rank test, there is a statistically significant difference between expectation level and achievement level based on the entrepreneur's performance but the difference is not relatively high.
- The descriptive statistics for participants' expectation and achievement level towards non-government EDPs reveal an overall mean score of 4.4625 (SD=.74641) for expectation level and 4.3950 (SD = .74737) for achievement level.
- This shows a positive perception among beneficiaries on Non - Government Entrepreneurship Development Programmes. However, the mean score of expectation level is relatively more than the achievement level but the difference is marginal rather than significant.
- The factors such as personal development, problem-solving skills, commercial awareness, innovation of knowledge and employability skills, and leadership and entrepreneurship skills reported a relatively high level of achievement compared to the expectation level. On the other hand, the factors of motivation and confidence, financial soundness, awareness of government schemes and benefits, social prestige and good recognition, and improvement of standard of living observed a relatively low level of achievement compared to the expectation level. Moreover, among all the other factors the awareness of government schemes and benefits factor reported a relatively significant difference between expectation level and achievement level.

- The performance scores are significantly equal for achievement level and expectation level.
- The Wilcoxon signed-rank test reveals that achievement level scores are non-significantly lower (Md=4.9, n=200) compared to expectation level scores (Md=5.00, n=200), z= -1.035, p=.301.
- There is a non-significant difference between the two levels being compared.
- The beneficiaries of non-government EDPs did not express a statistically significant progress towards factors post-program. Therefore, we fail to reject the null hypothesis.

Entrepreneur Resilience

The effectiveness of the program can be measured based on the resilience capability of the beneficiaries of the program. The assessment of beneficiaries' mindset and skills helps to understand the entrepreneurs' nature of adaptability in the business. The impact of these programmes has been observed in developing a resilient nature in entrepreneurs.

- The descriptive statistics for Government beneficiaries' resilience level. It reveals an overall mean score of 4.5320(SD = 0.55797). This shows a positive perception among beneficiaries of Government Entrepreneurship Development Programmes.
- The descriptive statistics for non-government beneficiaries resilience level. It reveals an overall mean score of 4.5135 (SD =0.64361). This shows a positive perception among beneficiaries of non-government EDPs.
- It is evident that there is not much difference in the beneficiaries' resilience level of both Government and non-government EDPs. By comparing the two groups, it is clear that the beneficiaries of both programmes believe that EDPs had a high impact in creating success in their dream businesses.
- The result revealed that the resilience scores are significantly equal for Government and non-government beneficiaries. The Mann – Whitney U test reveals that entrepreneur resilience scores are equal between the Entrepreneurship Development Programmes of Government (Md=4.9, n=200) and Non - Government Organisations (Md=4.9, n=200) U=19795, z= -2.695, p=.850. There is no statistically significant difference between the two groups based on entrepreneurs ' resilience.
- It is found that there is no significant difference in the resilience capabilities between the participants of Government and Non -Government Entrepreneurship Development Programmes. Therefore, we fail to reject the null hypothesis.

- Chi-Square Goodness of Fit test was conducted to examine whether responses on the entrepreneurs' resilience variable were evenly distributed across categories.
- The result indicates a significant shift from the expected distribution. Thus, the null hypothesis was rejected, suggesting that beneficiary entrepreneurs' responses were not equally distributed, in support of the research assumption.

Entrepreneurship Development Program Performance through Impact Assessment

The performance of Entrepreneurship Development Programmes can be analysed and examined by comparing the impact of these programmes on beneficiaries. There are possible favourable as well as unfavourable impacts. The study concentrates on the social, psychological, economic and environmental impact of these programmes on beneficiaries.

- The descriptive statistics for Government beneficiaries' performance towards societal factors post–program reveals an overall mean score of 4.3950 (SD = 0.81728). This shows a positive performance among beneficiaries of Government EDPs.
- It is observed that the beneficiaries of Government EDPs obtained a lack of awareness on government initiatives from EDPs.
- The descriptive statistics for non-government beneficiaries performance towards societal factors post–program reveals an overall mean score of 4.3637 (SD = 0.74803). This shows a positive performance among beneficiaries of non-government EDPs.
- It is observed that the beneficiaries of non-government EDPs have lack of awareness of government initiatives from EDPs.
- The examination of data involved the application of the Mann – Whitney U test to assess the impact of EDPs offered by Government and non-government organisations in the district.
- The program performance scores are significantly equal for Government and non-government EDPs with regard to social impact. The test reveals that Entrepreneurship Development Program Performance scores are significantly equal between Government (Md=5.00, n=200) and Non - Government EDP beneficiaries (Md=5.00, n=200), U=19289.50, z= -0.693, p=.488. Since the p-value is more than 0.05, we fail to reject the null hypothesis.
- The descriptive statistics for Government beneficiaries performance towards psychological factors post–program reveals an overall mean score of 4.4700 (SD = 0.69391). This shows

the positive impact of EDPs towards the psychological well-being of beneficiary entrepreneurs.

- The descriptive statistics for non-government beneficiaries performance towards psychological factors post-program reveals an overall mean score of 4.4837 (SD = 0.65070). This shows a positive impact of EDPs towards the psychological well-being of beneficiary entrepreneurs of non-government EDPs.
- Entrepreneurship Development Program Performance scores are significantly equal between Government (Md=5, n=200) and Non - Government Organisations (Md=5, n=200) U=19949.00, z= -0.050, p=.960. Since the p-value is more than 0.05, we fail to reject the null hypothesis
- It is noted that none of the factors represent excessively low mean scores in the case of both government and non – government EDPs.
- The descriptive statistics for Government beneficiaries' performance towards economic factors post-program reveals an overall mean score of 4.3487 (SD = 0.82132).
- The descriptive statistics for non-government beneficiaries performance towards economic factors post–program reveals an overall mean score of 4.3975 (SD = 0.76644).
- Entrepreneurship Development Program Performance scores for economic factors are significantly equal between the beneficiaries of Government (Md=5, n=200) and non-government EDPs (Md=5, n=200) U=19399.00, z= -0.578, p=.564. Since the p-value is more than 0.05, we fail to reject the null hypothesis.
- The descriptive statistics for Government beneficiaries' performance towards environmental factors post-program reveals an overall mean score of 4.1763 (SD = 1.09183).
- descriptive statistics for non-government beneficiaries performance towards environmental factors post-program. It reveals an overall mean score of 4.3225 (SD = 0.88312).
- Entrepreneurship Development Program Performance scores in terms of environmental impact are equal between Government (Md=5, n=200) and Non - Government (Md=5, n=200) U=19075.50, z= -0.879, p=.380. Since the p-value is more than 0.05, we fail to reject the null hypothesis.
- A Chi-Square test of independence was conducted to examine the association between EDP offering organisations (Government vs. Non -Government Organisations) and program Impact level.

- Among the four sub-variables tested under the social impact, only the sub-variable 'better exposure to government programmes and facilities' showed a statistically significant association with the type of entrepreneurship development programme. Therefore, we fail to reject the null hypothesis, and it is retained for the overall social impact. We reject the null hypothesis for the sub-variable, 'better exposure to government programmes and facilities,' as it showed significance.
- It is observed that all four sub-variables tested under the psychological impact showed no statistically significant association with the type of entrepreneurship development programme. Therefore, we fail to reject the null hypothesis, and it is retained for the overall psychological impact.
- The test results showed that three out of four sub-variables under the economic impact dimension were significantly associated with the type of entrepreneurship development programmes. Therefore, the null hypothesis is rejected, indicating that the type of EDP has a statistically significant association with economic impact.
- The test results showed that three out of four sub-variables under the environmental impact dimension were significantly associated with the type of entrepreneurship development programmes. Therefore, the null hypothesis is rejected, indicating that the type of EDP has a statistically significant association with environmental impact.

Perception on EDPs

The beneficiary's perception of EDPs can be measured based on the beneficiary's overview of program satisfaction and program opinion. The examination of data involved the application of the Mann – Whitney U test to assess the perception of beneficiary entrepreneurs on EDPs offered by Government and non-government organisations in the district.

- The descriptive statistics for the satisfaction level of beneficiary entrepreneurs of EDPs. It reveals an overall mean score of 4.6970 (SD = 1.77192) and 4.4560(SD = 1.28324) for Government and non-government EDPs respectively.
- The satisfaction level observed was high in Government EDP beneficiaries compare to Non – Government EDP beneficiaries. The Government EDP facilities obtained the highest mean value compared to non–government EDPs.

- The satisfaction scores for beneficiary entrepreneurs are equal between Government (Md=5, n=200) and Non - Government (Md=5, n=200) U=18828.00, z= -1.125, p=.260. Since the p-value is more than 0.05, we fail to reject the null hypothesis.
- The descriptive statistics for entrepreneurial opinion based on EDP evaluation and outcome reveal a positive perception with an overall mean score of 4.3890 (SD = .69070) and 4.3650(SD = .73967) for Government and Non - Government EDPs respectively.
- The Government EDP reported the lowest mean score of 3.76 for the post-program business assistance factor. It is evident that there is no difference in the entrepreneurial opinion on EDPs but the post-program assistance factor reported a higher mean score of 4.07 for non-government EDPs compared to Government EDPs.
- The entrepreneurial opinion scores are equal between Government (Md=5, n=200) and Non - Government EDP beneficiaries (Md=5, n=200) U=18821.50, z= -1.147, p=.251. Since the p-value is more than 0.05, we fail to reject the null hypothesis.
- A chi-Square test of association was conducted to examine the association between EDP offering organisations (Government vs. Non -Government Organisations) and beneficiary entrepreneurs' perception.
- The null hypothesis was rejected for three sub-variables, including the iinstructor's knowledge of the subject matter, administrative processes, and total service. The remaining two sub–variables did not show statistically significant results, indicating no evidence to reject the null hypothesis for those sub–variables, namely program satisfaction and facility.
- Only specific evaluation and outcome factors were influenced by the type of EDP program, while others remained consistent regardless of program type. Therefore, the null hypothesis was rejected for the sub-variables - smooth registration process, organisers/ instructors' knowledge about the subject, employment generation, ease of doing business, and post–program business assistance. We fail to reject the null hypothesis for the remaining five sub-variables - convenient timing and schedule, curriculum of the program matches with current market trends, effectiveness of the program, new entrepreneurs' creation, and own business construction.

IMPLICATIONS OF THE RESULTS

In this part, an attempt has been made to present a few suggestions to make EDPs effective at the regional level and to develop an entrepreneurial culture in the district. These suggestions are made based on the findings of the study.

1. In light of the findings from this research, it is recommended that time to time risk management and assessment of businesses of beneficiary entrepreneurs. When organisers of EDPs are involved in offering risk management services, it builds confidence among entrepreneurs about EDPs and their businesses.
2. The study shed light on the poor capacity of EDPs to spread employment opportunities in the district. The study observed that out of 400 respondents, only 137 respondents of Government EDPs and 144 respondents of non-government EDPs employed more than two employees in their business. There is a need to add more employees as the business grows.
3. The program should focus more on the younger population of economically backward classes. The reach of these programmes towards these classes is limited. The study observed that there is a minimum participation of backward classes and minority communities in these programs.
4. The study found that most of the EDP participants were from urban areas. Participation is high in urban areas compared to rural and semi-urban areas. So, there is a need to spread awareness about these programs in the rural and semi-urban areas.
5. The study shows that these programmes are not famous in the district, especially Government EDPs. Only a selected number of groups are beneficiaries of these programmes. The publicity campaign would go a long way in making entrepreneurship development programs more effective and popular.
6. The study observed a lack of business assistance to the beneficiary entrepreneurs post-program. The problem can be addressed with the introduction of grievance redressal mechanisms in the EDP structure.
7. There is a need to provide entrepreneurship development services through EDP offering organisations. Facilitators of EDPs act as a bridge between the entrepreneurs and entrepreneurship development services like funding access, mentorship, networking, training, marketing and business assistance, and timely legal and environmental guidance.
8. The major problem faced by the majority of entrepreneurs is stress and self-doubt. This is one of the major concerns in the journey of entrepreneurship development. There is a need for an arrangement of counselling for EDP beneficiary entrepreneurs so that it contributes

towards enhancing self-esteem. Further, these periodical sessions of counselling motivate entrepreneurs and eliminates the gap between service providers and beneficiaries.

9. There is a need to educate unemployed youths under these programmes. The study observed that the majority of the entrepreneurs are well-educated and started their ventures because of a lack of opportunities in the job market. Starting a business is the second option among educated youth. So, there is a need to provide guidance, especially to educate youths about EDPs. At present, EDPs are organised at educational institutions as well, there is a need to partner with educational institutions to attract suitable aspirants.
10. The study observed that the participation of females is more than that of males in EDPs. Most of the EDPs are offered in the district to promote the empowerment of women through entrepreneurship. Self-help groups are the major source of information on EDPs for women. On the other hand, the majority of the male population is unaware about these programmes and related benefits. So, there is a need to give equal opportunities for males as well.
11. The study observed out of 400 respondents, 127 respondents are not having good conditioned infrastructure facilities. The majority of manufacturing and service enterprises are facing this problem. A good infrastructure accelerates the performance of entrepreneurs.
12. There is a need to spread awareness of paid Entrepreneurship Development Programs. According to the study, it is observed that the majority of the participants are beneficiaries of a free program rather than paid programs. Most of the aspirants are attracted towards free EDPs rather than paid EDPs. In order to get a good standard for entrepreneurial education and orientation in the district, there is a need to keep minimum fees for these programmes. This will reduce negligence on these programmes in the district.
13. The study observed that the majority of the respondents gained a lack of awareness and information on Government programmes and initiatives from EDPs. There is a need to improve in this context. The active involvement of local community leaders and local government offices in these programmes will definitely popularise these programmes among the desired population.
14. The study found that shortage of capital and financial crisis are major problems faced by the beneficiary entrepreneurs during the course of their business. So, there is a need to rectify these problems and provide sufficient assistance and awareness of financial services and schemes under EDPs.
15. In order to maximise participation in EDPs, there is a need to avail mobile offices, especially in rural and semi-urban areas.

16. There is a need for collaboration between government and private entities in offering EDPs. The district witnessed numerous EDPs offered by NGOs compared to Government organisations. The collective engagement of public and private entities will yield a distinct outcome.
17. The role of NGOs in entrepreneurship development through EDPs is immense in the district. Many of the NGOs in the district are facing funding problems. So, there is a requirement for funds towards these programs. The fund can be generated through grants and projects. On the other hand, encouraging collaboration among multiple NGOs will also help to solve the problem of funding.
18. There is a need for appreciation for innovation and market creation for entrepreneurs' products. It is observed that the majority of EDPs offered in the district are only focusing on entrepreneurial education and orientation. It is recommended that provision of market to entrepreneurs products by promoting their business through network building, marketing, and advertising. Further, the organisation of trade fairs, and exhibitions, and enhancing the power of e-commerce in businesses will definitely improve the entrepreneur's journey.

DIRECTION FOR FUTURE RESEARCH

Every research study has its own limitations, it is unfeasible to attain complete reach of the subject. As the present research evaluates the impact and effectiveness of these programmes from the beneficiary entrepreneurs perspective. The results of this study reveal that EDPs are effective and there is no difference in the performance of EDPs offered by government and non - government organisations with special reference to Dakshina Kannada District.

This study opens opportunities for further research in the following areas;

1. The first direction for future research in this area can focus on strategies and resources EDPs offering agencies and organisations use to design and implement effective Entrepreneurship development programmes in the district and their ways of evaluating success.
2. Another likely avenue for future research in this area is focusing on EDPs efficiency specifically in rural areas.
3. Thirdly, the future research pertains to EDPs offering under Public - Private Partnership model.

CONCLUSION

The entrepreneurial ecosystem in the district has grown rapidly in the last one decade. The awareness level among the young generation on entrepreneurship initiatives and EDPs are also increasing over a period of time. The role of educational institutions is immense in creating a foundation for entrepreneurship at a younger age. The entrepreneurial education and orientation influence individuals to start and sustain in the businesses. Government and Non - Government Organizations are the two major contributors in developing the entrepreneurial ecosystem in the district. Both government and non - government organisations play an important role as stakeholders in the process of entrepreneurship development.

At the regional level non - government organisations play an active role over a period of time but from one last decade both stakeholders play a significant role in the district. The direction of EDPs helps the respondents to become resilient entrepreneurs. The program may vary based on its nature i.e. paid EDP and free EDP. But they contribute equally towards the development of entrepreneurial culture in the region.

Research findings in the study regions highlight that post - program entrepreneurial resilience of EDP beneficiaries both government and Non - Government Organisations obtained an equivalent outcome. The EDPs created a new wave of empowerment among women. These programmes influence the younger population to become involved in income promoting activities for their livelihood. The findings of this study hold important implications for entrepreneurial education and orientation, highlighting the necessity of these initiatives in achieving entrepreneurial success.

This study has made a significant contribution to the understanding of entrepreneurial mindsets that can be created with systematic initiatives like EDPs. The study shows that structured and systematic programs on entrepreneurship development either by government or non - government organisations do not make any difference in their achievement. There is no basis for comparison between government and non - government organisations in this regard. The study did not find any significant difference in the program opinion and satisfaction between the beneficiary entrepreneurs of Government and Non - Government EDPs. Further, the research reveals that there is no difference in the performance of both Government and Non - Government EDPs. It indicates that both organisations favourably contribute towards entrepreneurial success in the region.

This research opens the door for future investigations focusing more on EDP offering agencies and organisations strategies and resources used to design these programmes, and EDPs efficiency specifically with regard to rural areas. There is a need to specify the importance of the EDPs offered under Public - Private Partnership to promote entrepreneurial activities in the district.

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